

# Pacific Swimming

## Draft Statement of Activities Budget Performance (FY 2025-2026)

	YTD		
	September - February 2026		
	Actual	Budget	over Budget
<b>Revenue</b>			
<b>10000 Membership-USA Swim Fees</b>			
<b>11000 Membership</b>			
11005 Athlete	255,761	271,800	(16,039)
11010 Non-Athlete	19,577	20,200	(623)
11012 Administrator	810	650	160
11015 Club	16,220	16,100	120
11035 Transfers Processing Fee	2,835		2,835
<b>Total 11000 Membership</b>	<b>295,203</b>	<b>308,750</b>	<b>(13,547)</b>
<b>51000 USA Swim Fees</b>			
51045 Volunteer(s) of the Year	(1,000)	(1,000)	
51060 4% Tech Fee	(11,681)	(12,350)	669
<b>Total 51000 USA Swim Fees</b>	<b>(12,681)</b>	<b>(13,350)</b>	<b>669</b>
<b>Total 10000 Membership-USA Swim Fees</b>	<b>282,522</b>	<b>295,400</b>	<b>(12,878)</b>
<b>11500 Meet Fees LSC</b>			
11505 Entry Fees	278,335	282,360	(4,025)
11510 Sanctions	4,455	5,260	(805)
11515 Late Payment Penalty	228	300	(72)
<b>Total 11500 Meet Fees LSC</b>	<b>283,018</b>	<b>287,920</b>	<b>(4,902)</b>
<b>12500 Age Group Program - Co-Pay</b>			
12510 Pacific Coast	7,210	7,360	(150)
<b>Total 12500 Age Group Program - Co-Pay</b>	<b>7,210</b>	<b>7,360</b>	<b>(150)</b>
<b>13000 Camp Program - Co-Pay</b>			
13005 Olympic Paralympic Training Cen		10,080	(10,080)
13035 Diversity Camp		300	(300)
<b>Total 13000 Camp Program - Co-Pay</b>	<b>-</b>	<b>10,380</b>	<b>(10,380)</b>

11000 - Membership Revenue  
**\$4k** less in Feb, YTD still under Budget **(-4.4%)**

11500 - Meet Entry Fee Revenue  
**\$7k** more in Feb, YTD slightly under Budget **(-1.7%)**

13005 - No Camp this year, **\$10k** less Revenue

<b>14000 Marketing Income</b>			
14035 Website Job Postings	400	150	250
<b>Total 14000 Marketing Income</b>	<b>400</b>	<b>150</b>	<b>250</b>
<b>15000 Merchandise Sales</b>			
15200 Officials Apparel Sales	4,792	9,150	(4,358)
15300 A Medal Sales	310	450	(140)
<b>Total 15000 Merchandise Sales</b>	<b>5,102</b>	<b>9,600</b>	<b>(4,498)</b>
<b>16000 Other Income</b>			
16010 Awards Banquet	3,270	2,500	770
16040 Fines	500	300	200
16060 Returned Check Fee		25	(25)
16085 Equipment Rental	390	50	340
<b>Total 16000 Other Income</b>	<b>4,160</b>	<b>2,875</b>	<b>1,285</b>
17000 Interest Income	44	30	14
18000 Point Redemption from CC	1,600	2,350	(750)
<b>Total Revenue</b>	<b>584,055</b>	<b>616,065</b>	<b>(32,010)</b>
<b>Cost of Goods Sold</b>			
<b>40000 Merchandise Cost of Goods Sold</b>			
40200 Officials COGS	4,358	8,175	(3,817)
40300 A Medals COGS	463	600	(137)
<b>Total 40000 Merchandise Cost of Goods Sold</b>	<b>4,821</b>	<b>8,775</b>	<b>(3,954)</b>
<b>Total Cost of Goods Sold</b>	<b>4,821</b>	<b>8,775</b>	<b>(3,954)</b>
<b>Gross Profit</b>	<b>579,235</b>	<b>607,290</b>	<b>(28,055)</b>
<b>Expenditures</b>			
<b>52000 National/Senior Program</b>			
52015 Sr. - Pro Swim Series/Others	600		600
52020 Sr. National Champs	5,075	3,500	1,575
52035 Jr. - Champ Meets	63,075	50,000	13,075
52060 Club-Coach Travel	9,525	5,400	4,125
52070 Club Development/Education		1,300	(1,300)
52075 Sr Meet Host Incentive		3,000	(3,000)
52095 Sectionals	17,900	25,000	(7,100)
<b>Total 52000 National/Senior Program</b>	<b>96,175</b>	<b>88,200</b>	<b>7,975</b>

→ Total Revenue **\$7k** less in Feb, still strong, YTD below Budget at **94.8%** of target.

<b>54000 Age Group Programs</b>			
54010 Pac Coast All Star Meet	17,670	21,780	(4,110)
<b>Total 54000 Age Group Programs</b>	<b>17,670</b>	<b>21,780</b>	<b>(4,110)</b>
<b>54500 Camp Program</b>			
54510 Olympic Paralympic Training		26,205	(26,205)
54550 Diversity Camp		3,600	(3,600)
<b>Total 54500 Camp Program</b>	<b>-</b>	<b>29,805</b>	<b>(29,805)</b>
<b>55000 Diversity</b>			
55100 Diversity Program Grants	10,000	9,000	1,000
55150 MEFAP Sponsorship	11,004	4,100	6,904
55155 MEFAP Processing Fee	220	80	140
55200 Awareness Fund	600	500	100
55400 Diversity Camps (out of LSC)		4,000	(4,000)
55450 Annual WZ DDEI Donation	3,176	3,200	(24)
<b>Total 55000 Diversity</b>	<b>25,001</b>	<b>20,880</b>	<b>4,121</b>
<b>55500 Events</b>			
<b>55502 Awards and Bag Tags</b>			
55502A Age Group Champs Awards	2,661	2,600	61
55502C Age Group Champs Bag Tags	1,288	1,130	158
55502J Senior Champs Awards	365	500	(135)
55502K Senior Champs Bag Tags		900	(900)
<b>Total 55502 Awards and Bag Tags</b>	<b>4,314</b>	<b>5,130</b>	<b>(816)</b>
<b>55510 Annual Awards Banquet</b>			
55515 Banquet - Venue & Food	12,725	13,000	(275)
55520 Awards & Programs	5,156	6,000	(844)
55521 Awards Banquet - Prof Services	3,195	5,300	(2,105)
<b>Total 55510 Annual Awards Banquet</b>	<b>21,076</b>	<b>24,300</b>	<b>(3,224)</b>
<b>Total 55500 Events</b>	<b>25,390</b>	<b>29,430</b>	<b>(4,040)</b>
<b>56000 Chairman</b>			
56030 Contingency	123	250	(127)
56075 Travel Expenses		500	(500)
<b>Total 56000 Chairman</b>	<b>123</b>	<b>750</b>	<b>(627)</b>

→ 54510 – No Camp this year **\$26k**  
less Expenses, less **\$10k**  
Revenue, net **\$16k** savings

→ 55150 - MEFAP fees are an  
increasing expense, now that the  
MEFAP memorial gift funds have  
been depleted

<b>57000 Treasurer</b>			
57300 Fees-Accounting & Audit	27,243	29,500	(2,258)
57350 Subscriptions and Dues	908	1,000	(92)
57400 Bookkeeper		46,313	(46,313)
57401 Consultant	6,457	4,940	1,517
57500 Bank Service Charges	584	625	(41)
57700 Insurance	1,928	1,800	128
<b>Total 57000 Treasurer</b>	<b>37,119</b>	<b>84,178</b>	<b>(47,059)</b>
<b>58000 Officials</b>			
58400 Rule Books		1,000	(1,000)
58500 Equipment	1,500	1,400	100
58600 Clinics	16,489	20,000	(3,511)
58700 Motivational(Recruit/Retain)	2,319	4,000	(1,681)
58900 Officials to National Meets	3,000	3,000	0
58950 Lodging for Officials	1,848	3,100	(1,252)
<b>Total 58000 Officials</b>	<b>25,156</b>	<b>32,500</b>	<b>(7,344)</b>
<b>59000 Volunteers</b>			
59050 Athlete Rep Program	7,796	6,700	1,096
59100 Officials Background Check	56	38	18
59300 Event Per Diem Allowance	1,500	5,250	(3,750)
59450 Safe Sport Program		250	(250)
<b>59500 Meetings</b>			
59505 Board of Directors	930	1,000	(70)
<b>Total 59500 Meetings</b>	<b>930</b>	<b>1,000</b>	<b>(70)</b>
<b>60200 USAS Annual Business Meeting</b>			
60205 Non Athletes	6,378	6,000	378
60215 Athletes	1,315	3,000	(1,685)
<b>Total 60200 USAS Annual Business Meeting</b>	<b>7,693</b>	<b>9,000</b>	<b>(1,307)</b>
<b>Total 59000 Volunteers</b>	<b>17,975</b>	<b>22,238</b>	<b>(4,263)</b>
<b>62000 Marketing</b>			
62100 Web Site/Internet	981	3,425	(2,444)
<b>Total 62000 Marketing</b>	<b>981</b>	<b>3,425</b>	<b>(2,444)</b>

57300 – No more Audit invoices expected, just received **\$2k** Accounting invoice to be right on YTD budget

57401 – Slightly over budget with the final Audit work from Mary

59300 – Additional No Camp savings **\$3k** on the per diems

<b>63000 Office Expenses</b>			
63100 Telephone & Internet	2,608	1,875	733
63300 Postage	54	173	(119)
63400 Supplies/Copying	392	520	(128)
63500 Mileage	568	400	168
63550 Staff Travel Expenses	2,647		2,647
63625 Office Equipment Purchases	55	1,200	(1,145)
63675 Software Purchases	91	2,352	(2,261)
63700 Storage Rentals	4,728	4,110	618
<b>Total 63000 Office Expenses</b>	<b>11,142</b>	<b>10,630</b>	<b>512</b>
<b>70000 Staff Expenses</b>			
<b>70100 Payroll</b>			
70105 Salary & Wages	194,273	171,020	23,253
70110 Employer Taxes	19,245	13,637	5,609
70112 Workers Comp Expense	782	600	182
70115 PTO Expense	2,559	1,050	1,509
70150 Payroll Processing	5,810	1,000	4,810
<b>Total 70100 Payroll</b>	<b>222,669</b>	<b>187,306</b>	<b>35,363</b>
<b>Total 70000 Staff Expenses</b>	<b>222,669</b>	<b>187,306</b>	<b>35,363</b>
<b>Total Expenditures</b>	<b>479,401</b>	<b>531,122</b>	<b>(51,721)</b>
<b>Net Operating Revenue</b>	<b>99,834</b>	<b>76,169</b>	<b>23,666</b>
<b>Other Revenue</b>			
<b>85000 Investment Income</b>			
85100 Dividend Income	84,881		84,881
85200 Interest Income	435		435
85400 Realized Gain	116,707		116,707
85600 Unrealized Gain	52,210		52,210
85625 Board Desig Funds Gain/(Loss)	12,236		12,236
<b>Total 85000 Investment Income</b>	<b>266,468</b>	<b>-</b>	<b>266,468</b>
86000 Wells Fargo Investment Fee	(17,249)	(16,000)	(1,249)
<b>Total Other Revenue</b>	<b>249,219</b>	<b>(16,000)</b>	<b>265,219</b>
<b>Other Expenditures</b>			
88000 Pacific Swimming Grants	20,233	60,000	(39,767)
<b>Total Other Expenditures</b>	<b>20,233</b>	<b>60,000</b>	<b>(39,767)</b>
<b>Net Other Revenue</b>	<b>228,986</b>	<b>(76,000)</b>	<b>304,986</b>
<b>Net Revenue</b>	<b>328,820</b>	<b>169</b>	<b>328,652</b>

Total Expenditures YTD is **\$51k** less about **90%** of the Budget

Net Operating Revenue is positive, YTD **\$24k** above expected Budget **+31%**

88000 – BOD approved **\$85k**, to date paid out **\$20k**, another **\$35k** will go out March 23<sup>rd</sup> week